

ABSTRACT

Methods and systems according to the present invention permit a manufacturer, supplier or other purveyor of electronics assembly system equipment, solutions or the like, to market and to sell their offerings based on a customer benefit sharing approach. The purveyor's incentives are therefore aligned with the customer's and superior performance, if achieved, will not only benefit the customer, but may also redound to the financial benefit of the purveyor. Various such customer-benefit sharing approaches, including performance guarantees and the setting of prices to be paid by customers based upon actual performance of the system(s) and/or solutions(s) purchased, are described, as are the underlying methods and tools that permit the customer benefit sharing approach to be done in a practicable fashion. The purveyor's ability to offer such arrangements turns on its ability to accurately and efficiently model the customer's system under various scenarios, according to principles of the present invention.

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